

APPENDIX B
Further Rule 132 Declaration of Robert P. Bishop

Exhibit 1 Bishop Innovations Deck-Tiedown™ literature

Exhibit 2: Hillman Deck-Tiedown™ literature

Exhibit 3: Hillman News Release and Merchandizing Options

Exhibit 4: Photograph of various packages Bishop Innovations and Hillman

Exhibit 5: Licensee report of purchasing retailers

Exhibit 6: Customer Responses

APPENDIX B

Attorney Docket: 31141-101

JC/mej

IN THE UNITED STATES PATENT & TRADEMARK OFFICE

Applicant:	Robert P. Bishop	Examiner:	H.M. Dreidame
Serial No:	10/821,697	Art Unit:	3635
Filed:	April 9, 2004	Confirm:	1539
For:	REMOVABLE TIE-DOWN CLIP AND METHOD OF MAKING SAME		

FURTHER RULE 132 DECLARATION OF ROBERT P. BISHOP

Robert P. Bishop of Pembroke, Massachusetts, the applicant in the above identified application states :

1. I am the inventor/applicant for the above-identified case. I provided a Rule 132 Declaration in this application which I now reaffirm and update with added information and with response to certain comments of the Examiner re my Declaration. The prior Declarations included my CV, my narrative of making the invention described and claimed in the application, benefits of the invention, its success in meeting long felt need, its unique commercial success in an old and crowded hardware field and also included a claim chart showing non-anticipation by then applied references.

2. In response to the latest U.S. Patent & Trademark Office action of October 8, 2008 I provide this further declaration that I recognized the failure of all known artifacts to solve the long standing problem of holding down deck furniture, grilles and the like, per se and holding down tarpaulins over such items and pool covers. I studied the problem, explored possibilities and after much effort made the invention described and claimed in my application. The success of the clip of my invention where other artifacts had failed is due to the clip structure as described and claimed in my patent application.

3. This is a new invention that meets a previously unmet need. Initial marketing efforts by me and national TV exposure during a hardware trade show (National Hardware Show

RPB 2/6/09

in Las Vegas, 2005) brought tremendous interest in the clip product. Even before the show I had introduced the product of the invention and had substantial success selling it and entirely positive customer response.

4. I made contact at the show with a buyer from Lowe's, who was extremely interested in the product, but stated that he could not buy a single stock item (SKU) from a small independent person like me. He told me that Lowe's (and all other store chains) buy from distribution companies. He specifically asked me if I would work with Hillman, a Cincinnati based large hardware products distributor, to get the product into his stores, and he had discussions with his contacts within Hillman to help move the process along. I have since learned that Hillman is the largest of the hardware distributors, with over 400 direct sales people servicing over 20,000 stores.

5. During my discussions with Hillman, it became clear that it was not interested in simply purchasing and reselling my product. With its economies of scale, including off-shore sourcing, it could produce my product at a far lower cost than I could provide. These discussions evolved into a licensing agreement, whereby Hillman would have exclusive right to practice my invention and technology to produce and sell the product in distribution channels.

6. I retained the right to sell product directly to consumers (not to stores) through my website. Hillman, however, retains the exclusive right to sell to all stores. Should my patent fail to issue, the licensing agreement will be voided and anyone, including Hillman, will be able to freely copy my invention. In turn, Hillman would be vulnerable to third party copying, which would inevitably include substantially similar appearing but inferior products.

7. I have learned that it is virtually impossible for an independent inventor to produce and sell a product in this industry. The barriers to entry and competition are too great. Not only would it be impossible to compete against their marketing efforts, but I could not compete against their manufacturing and sourcing capabilities either. Hillman would simply use everything I have taught them about this product and continue manufacturing and selling this product. Hillman has respected my patent application and paid royalties to me.

RIB 2/6/09

8. Exhibit 1, appended hereto, is a copy of my original marketing literature, under the company name Bishop Innovations. Exhibit 2 appended hereto is a copy of Hillman's marketing literature. All of the photographs, instructions, and applications were taken from information I provided Hillman as part of our agreement.

9. Exhibit 3 is a copy of Hillman's April, 2008 news release to its 400+ sales representatives. This describes the product and the merchandising options. Our agreement predates this press release by about 6 months, which is the time it took Hillman to tool up and begin producing the product, packaging, and advertising.

10. Exhibits 2 and 3 show that Hillman has indeed moved forward and will continue on. It would be unstoppable as competition to me should my patent be declined. In turn, Hillman's only protection against third party copying is my eventual patent.

11. Exhibit 4, appended hereto, shows a picture of the various product packages. My mail order package, in the plastic bag, is shown on the left (front and back views). On the right are the Hillman retail package at the top and my retail package at the bottom. Note that the theme and graphics of the Hillman package have evolved from my package, asserting the same benefits.

12. There is demand for the clips of my invention, which meets previously unmet needs:

(a) Prior to the licensing agreement with Hillman and its subsequent production of the product, I sold 32,000 individual pieces to Hillman so it could test the product's acceptance. Hillman packaged these into 4 packs (8,000 products) and test-marketed the product with Lowe's in 100 stores throughout the country. The acceptance of the product in the market caused Hillman to want to move forward with licensing the invention from me.

(b) Hillman introduced the product to its sales representatives in April, 2008, and during the first two months (May and June) it sold 6035 packages (over 24,000 individual clips), as reported to me in their marketing report for the second quarter. Final numbers for the year 2008 have not yet been received, but the test marketing and initial efforts support the fact that this product is wanted and needed by consumers. Hillman's Manufacturer's Suggested Retail

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Price (MSRP) for this product, in a package of four pieces, is \$4.99. Hillman reported over \$15,000 in revenues during the first two months of sales of this product.

(c) Hillman's customer list as of the end of the second quarter of 2008 included 53 different accounts which had purchased the Deck-Tiedown™ product. These accounts range from small independent stores to large chains such as ACE Hardware, True Value, and Lowe's. Exhibit 5 is a list of the 53 different accounts listed in Hillman's report for the second quarter of 2008:

13. Further information supporting the demand for the product is shown by my direct website sales. As required by the licensing agreement, I ceased all advertising and selling efforts to individual stores. I have maintained and do maintain a rudimentary website through which I sell product. It is difficult to purchase from me, since one must download an order form and mail a check. In spite of that, I continue to sell on average, several packages per month. The following points reiterate information provided with my earlier initial Rule 132 declarations:

(a) I do absolutely no advertising or promotion. My website pricing is higher than Hillman's retail pricing. I sell a four pack for \$5.99 and a twelve pack for \$14.99. I get repeat orders from previous customers and new orders from friends and relatives of previous customer.

(b) I have received emails, phone calls and notes thanking me for inventing this product and telling me that this is the only product that has been able to meet this specialized need. In many cases word of mouth has resulted in new customers. A sampling is provided at Exhibit 6, appended hereto.

(c) Since I began selling this product on my website in 2005, I have never had a single complaint, return, or request for refund or replacement. Consumers are happy with this product.

RFB 2/6/09

14. I know from my work in making the invention and selling it was well as Hillman's experience that the success of the clip of my invention is due to the features of it as described and claimed in my patent application.

15.

(a) My invention solves a long unmet need of being able to secure items to outdoor decks without having to permanently attach unsightly brackets, screw eyes, or other anchors. It can be attached quickly and easily without tools and it is easily removable and reusable. Installation and removal can be accomplished easily from the top of the deck without damaging the surface of the deck or leaving holes or marks in the wood, which is an unfortunate and unsightly result of the previously known solutions, such as brackets or anchors that must be screwed, nailed, or bolted to the deck, screw-eyes that must be threaded into the deck, or brackets or anchors that must be attached to the outside or underside of the deck. No access to the underside of the deck is required when using my invention. All of the previously known and used solutions required use of tools and are generally considered to be permanent additions to the deck or dock.

(b) Clips of the Anderson reference do not require screw or nail fastening but such clips are not at all capable of meeting the need. The massive product of Gunvalson (1972) does use rotation but it is wholly impractical for a deck setting - a large cast or forged product with upper side arms - costly to make, ship, store and sell for a variety of consumer needs. I have seen such a product in actual use and no one in the real world has called it to my attention regarding usage in docks or decks. Adapting the product to a deck would not occur successfully without benefit of disclosure of my application.

16. Analysis and testing was during the design and validation of the invention. The goal was to develop a simple, strong, durable, and aesthetically appealing product which would meet the intended application requirements. Keeping the invention affordable required a design involving no fastening, welding, or attaching of multiple pieces. After prototyping various shapes to test the concept using easily formed brass rods (I could form them in my basement workshop), I settled on an overall design concept which would be a single, continuous shape which could be inexpensively formed from wire stock on automated wire-form equipment. The size was established by surveying a number of decks to understand the typical spacing and

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thickness of deck and boards. I consulted with several wire-forming companies and tested various series of stainless steels to achieve a balance of formability on standard machinery, strength, hardness, durability, and corrosion resistance. I then invested in tooling for the machines specifically to produce my invention out of stainless steel. Iterations of the machine-produced product were tested in real world applications on the decks of friends and neighbors over the course of a year. Parts were exposed to all wind and weather conditions through the typical New England seasons. Based on the confidence gained through my testing and the urging of friends and neighbors who had tested the product, I began to market the product.

I hereby declare that all statements made herein of my own knowledge are true and that all statements made on information and belief are believed to be true; and further that these statements were made with the knowledge that willful false statements and the like so made are punishable by fine or imprisonment or both under Section 1001 of Title 18 of the United State Code and that such willful false statements may jeopardize the validity of the application or any patent issued thereon.

Dated: Feb 6, 2009

By: Robert P. Bishop
ROBERT P. BISHOP

Attachments:

- Exhibit 1: Bishop Innovations Deck-Tiedown™ literature (PDF)
- Exhibit 2: Hillman Deck- Tiedown™ literature (PDF)
- Exhibit 3: Hillman News Release and Merchandizing options (PDF)
- Exhibit 4: Photograph of various packages: Bishop Innovations and Hillman (Powerpoint slides)
- Exhibit 5: Licensee report of purchasing retailers
- Exhibit 6: Customer Responses (Examples of direct sale and field success).

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DECK-TIEDOWN™

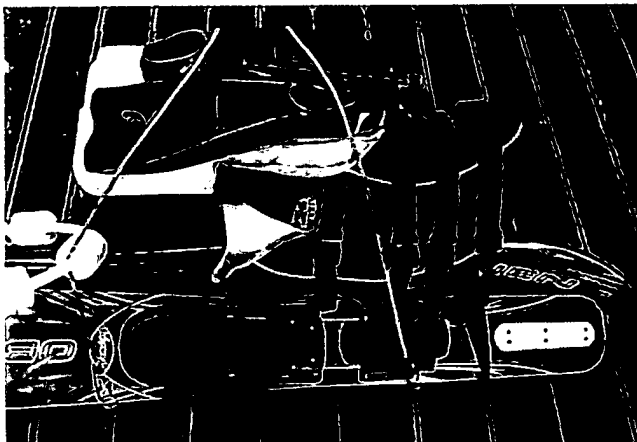
PATENT PENDING

- **Stainless Steel**
- **Removable / Reusable**
- **No tools needed to install**
- **Won't damage deck**
- **MADE IN U.S.A.**



USE ON DECKS:

Use with screenhouses, grills and patio furniture. Use to secure tarps and swimming pool covers. Prevent damage to glass tables and deck railings. Keep pool toys and safety equipment from blowing away.



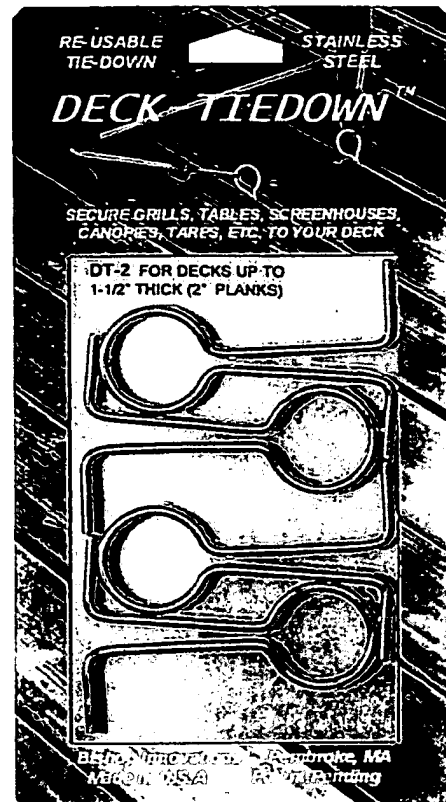
USE ON DOCKS:

Secure canoes and watersports, safety, and fishing equipment overnight. Keep furniture in place.

BISHOP INNOVATIONS
PEMBROKE, MA

781-264-5698

WWW.DECKTIEDOWN.COM



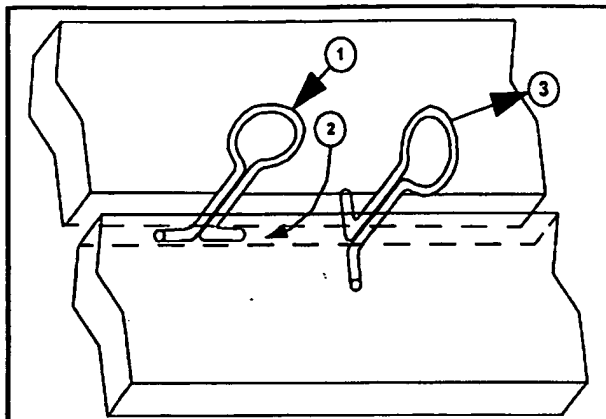
Hanging Skincard
(Instructions on back of card)



Hanging clamshell package
with 8 DECK-TIEDOWN clips

DECK-TIEDOWN™

PATENT PENDING



SIMPLE TO INSTALL:

1. Insert between two deck boards
 2. Twist $\frac{1}{4}$ turn (90 degrees)
 3. Pull against joist or crossmember
- Spring action locks in place
 - Secure items with bungee cords, straps, or ropes
 - Will not damage deck boards

ORDERING INFORMATION:

 (All orders FOB Pembroke, MA)

Purchase orders accepted via phone, fax, or email to sales@decktiedown.com



HANGING SKINCARD 4 DECK-TIEDOWN CLIPS

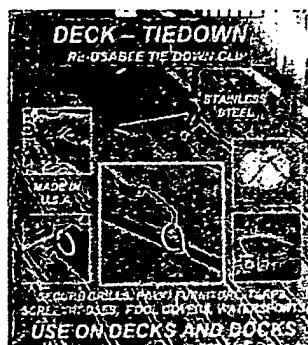
Sold in Standard Case of 48 Units

Retail: \$3.99 Wholesale: \$2.40

Standard Case: \$115.20

Specify Size: DT1 for "5/4" Decking (up to 1" thick)

Specify Size: DT2 for "2 By" Decking (up to 1- $\frac{1}{2}$ " thick)



HANGING CLAMSHELL PACKAGE 8 DECK-TIEDOWN CLIPS

Sold in Standard Case of 42 Units

Retail: \$6.99 Wholesale: \$4.20

Standard Case: \$176.40

Universal Size Clip for Decks up to 1- $\frac{1}{2}$ " Thick.

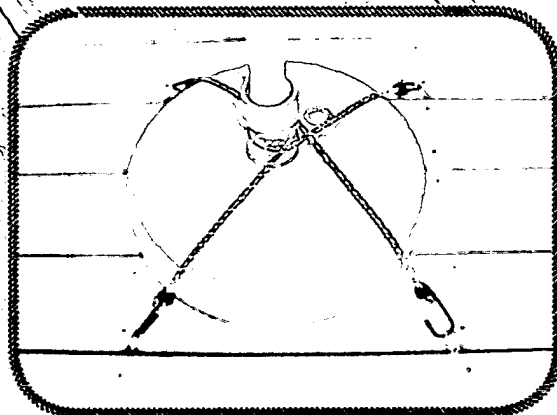
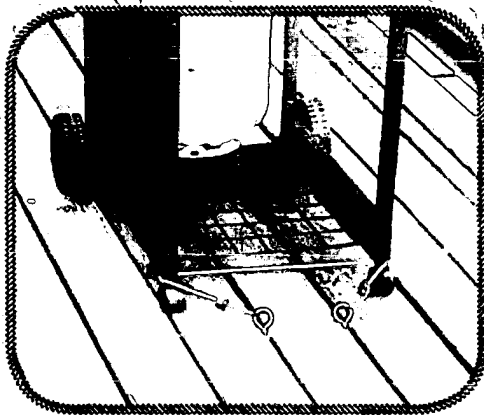
Bishop Innovations
14 Milbery Lane
Pembroke, MA 02359

Tel: 781-264-5698
Fax: 781-826-8240
www.decktiedown.com

NEW FROM HILLMAN DECK-TIEDOWN™

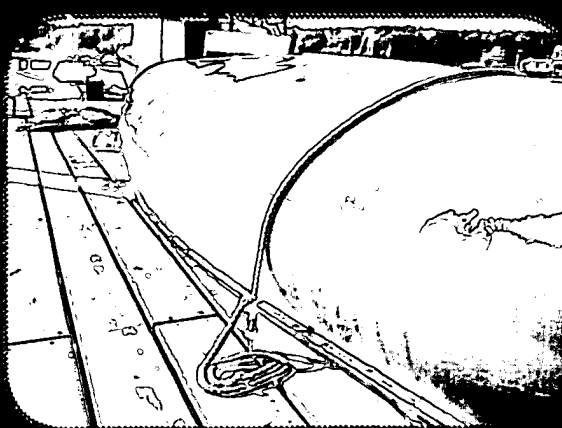
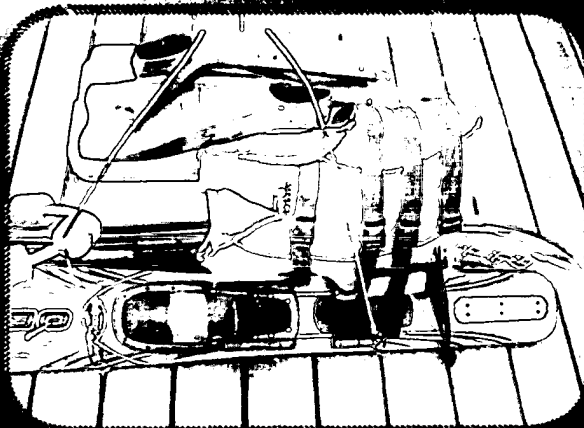
The Deck-Tiedown is a formed piece of stainless steel used in conjunction with bungee cords or ropes to secure grills, patio furniture, screen houses, tarps, pool covers and more to decks and docks.

PATIO ACCESSORIES



- Quick and easy to install
- Helps protect property from wind damage
- No tools or fasteners required to install
- Stainless steel – will not rust
- Removable and re-usable
- Safe to use with treated lumber (ACQ, CCA, CA)

BOATING ACCESSORIES

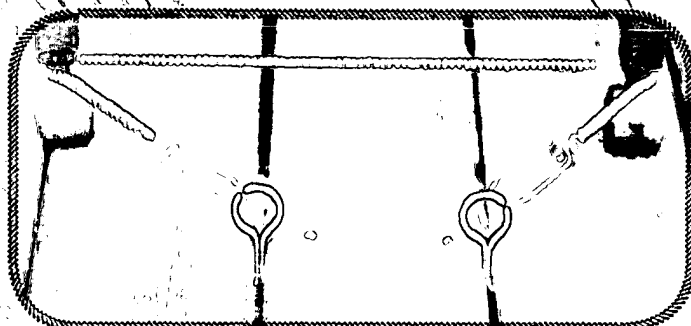
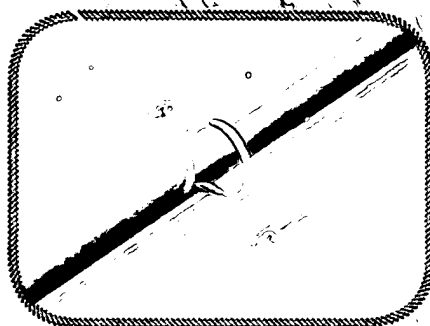
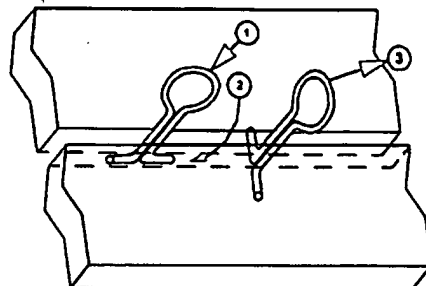


HILLMAN

10590 Hamilton Ave. • Cincinnati, Oh 45231 • www.hillmangroup.com • Phone: 1-800-800-4900

Easy Installation

1. Slip between two deck boards
2. Twist 1/4 turn. (90 degrees)
3. Pull against joist or cross member. Attach bungee cords, ropes or straps to secure your property.



Merchandising

Ideal for Clip Strip or Shelf Merchandising.
Each Deck-Tiedown 5 pack master easily converts to a shelf display merchandiser by removing the perforated top portion. Each master has a corrugated insert that allows the product to remain upright when placed on a shelf.

Optimal Merchandising Locations:

- Grills and grill accessories
- Patio furniture and outdoor living
- Bungee cords, straps, rope and chain
- Pool accessories
- Check-out

SHELF MERCHANDISING



CLIP STRIP



Hillman Item #	Description	Piece per Pack	Master Quantity	List Price	Sugg. Retail Each	Each UPC
42088	XL DECK TIEDOWN CLIPS	4	5		\$4.99	008236868319

Marketing UPDATE

Please insert into
your Hillman Handbook
under the **Marketing
Update** tab.

April 2008; MU-18

The Hillman Group is proud to announce the release of the

Deck-Tiedown

The Deck-Tiedown is a complimentary item for bungee cords, straps, and ropes. The Deck-Tiedown is designed to easily secure patio furniture, barbeque grills, and other items to outdoor decks or docks, holding them in place on windy days to help prevent loss and damage. It is a formed piece of stainless steel designed to be inserted between two deck boards and pulled against a joist. The Deck-Tiedown is easy to use, does not require tools, is removable & re-usable and will not rust.

Product Features & Merchandising

- 4 pieces per clamshell
- 5 clamshells per master
- \$4.99 suggested retail
- Scanner Tags are available on scan set #998107
- **Shelf Merchandising** – The master inner pack is designed to be used as a countertop display. Simply remove the perforated top and place on the shelf.
- **Clip Strip** – The Dangler designed for use with the standard clip strip allows for effective cross-merchandising throughout the store.
- **Power Wing** – This eye-catching display provides optimum holding power and promotes product uses.

For further product and display information, refer to the attached sell sheet and Merchandising Options Sheet.

Launch Contents

Included in this launch packet is information for the release of the Deck-Tiedown.

- Cover Letter
- Sell Sheets
- Dangler sample
- Merchandising Options Sheet
- Scanner Tag Labels
- Product Sample

The Cover Letter, Sell Sheet, and Merchandising Options Sheet are all available for download on the Hillman Portal under:

Traditional Sales page \ Hillman Advantage tab \ New Products tab

Ordering Information

The Deck-Tiedown is available for sale and ready to ship from all Hillman distribution centers. Please note that the Power Wing Display, Dangler, Clip Strip, and Scanner Tags will all ship from Cincinnati.

Good luck and good selling!

NEW
PRODUCT
RELEASE

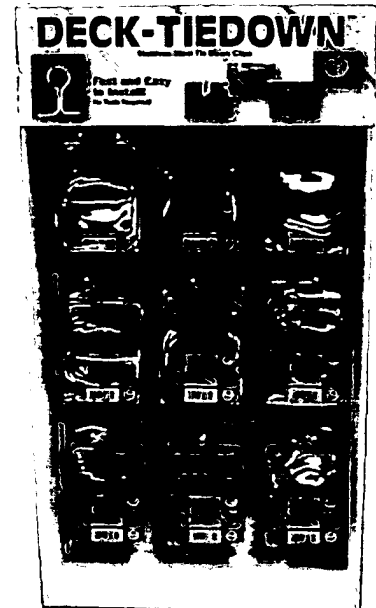
Deck-Tiedown Merchandising Options

Power Wing Merchandiser

This eye-catching display provides optimum holding power and promotes product uses. Use the chart below to assist when ordering.

Power Wing Merchandiser Order

Item #	Description	Quantity	List	Extended List
991081	Deck-Tiedown Power Wing	1	\$0.00	\$0.00
998107	Scanner Tag Set	1	\$0.00	\$0.00
42088	XL Deck Tiedown Clips	5		



Clip Strip Merchandiser

Used in conjunction with the dangler, the standard clip strip allows for effective cross-merchandising throughout the store. Use the chart below to assist when ordering.

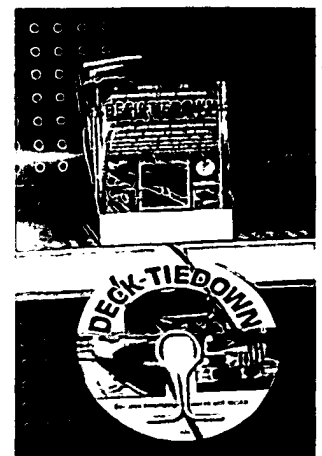
Clip Strip Merchandiser Order

Item #	Description	Quantity	List	Extended List
870500	Clip Strip Hook	1	\$0.00	\$0.00
870501	Clip Strip	1	\$0.00	\$0.00
996044	Deck-Tiedown Dangler	1	\$0.00	\$0.00
998107	Scanner Tag Set	1	\$0.00	\$0.00
42088	XL Deck Tiedown Clips	2		

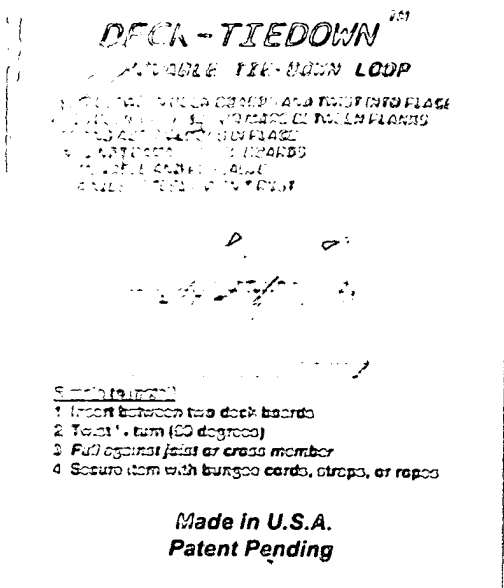


Shelf Merchandising

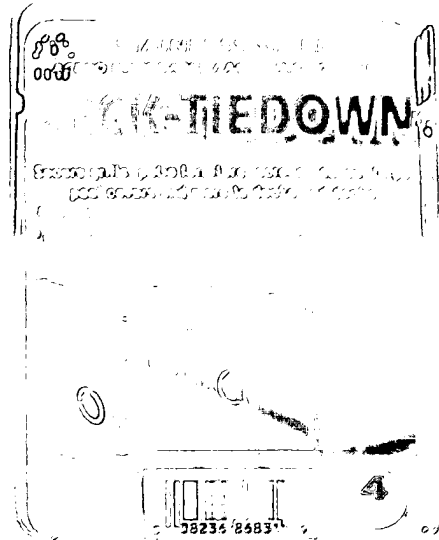
Each Deck-Tiedown 5-pack master easily converts to a shelf display merchandiser by removing the perforated top portion. Add the dangler (item # 996044) to the shelf to attract more attention to the item.



Bishop Innovations Mail Order Package



Hillman Retail Package



Bishop Innovations Retail Package

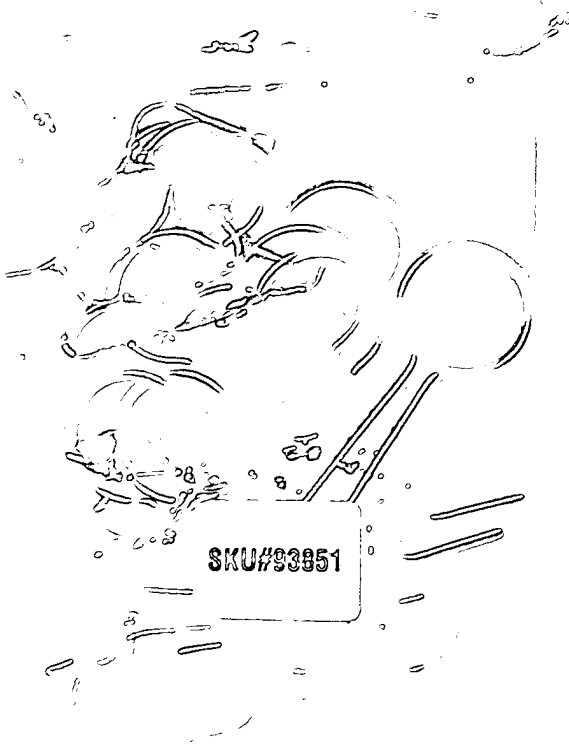
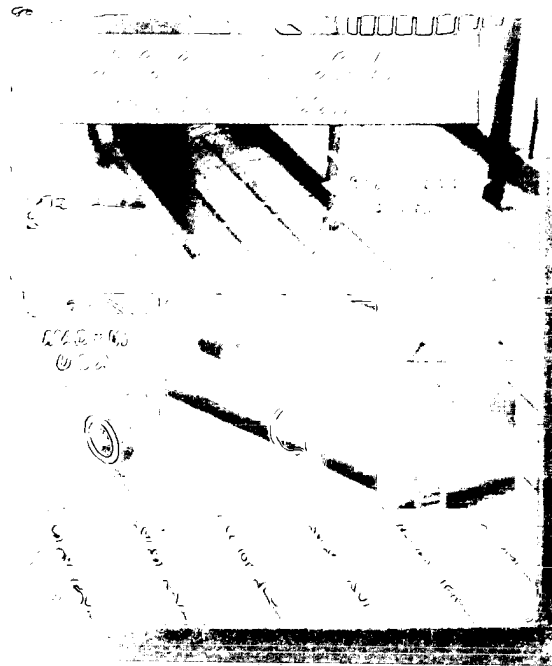


EXHIBIT 5: Hillman's customers who have purchased Deck-Tiedowns since April, 2008

ACE Hardware Corporation
ACE Hardware (Branching out)
Allied Building Stores
True Value Company
Bostwick-Braun Company
Guardian Building Products
Heritage Trading Company
True Value (Coast)
Emery Waterhouse
ENAP, Inc.
Fred Meyer
Handy Hardware Wholesale, Inc.
Do It Best Corp.
House Hasson Vendor
Independent Builder's Supply Assn.
Jensen Distribution
Lumbermens Merchandising
Lowe's Companies, Inc.
Monroe Hardware Supply Company
Midstates Distributing Co., Inc.
Orgill, Inc.
PAL Vendor
Moore Handley, Inc.
Standard Hardware Distributors
Tractor Supply Company
United Hardware Dist.
United Hdwe/FOK TRSTWRTY

Wallace Hardware Co., Inc.
Wheatbelts Inc.
Monroe Hardware Co.
Broadway Dist.
Z & Z Building Supply
Vans Hdwe & Garden Supply
Debbie Supply
Woodland Hi School Ace
Lawrence Pharmacy
Star Supply
Adams, C.C. Hardware Corp.
Parks Hardware and Paint
Panasoffkee Hardware
The UPS Store
County Line Hardware
Builder's Choice
Cunningham Hardware
Crossroads Hardware
Dazell Hardware
Home Improvement Center
L & R TV Hardware
Revell ACE Hardware – Florence
St. Albans Cooperative Store
Spenard Builders Supply
Young's Company
Hillman Counter Sales

*NOTE: Where the same company or name is listed more than once, Hillman has these listed as different "bill to" or "class" numbers for the same company.

EXHIBIT 6: RECENT EXAMPLES OF DIRECT SALES AND FIELD SUCCESS:

The first three examples are the result of people doing product searches and finding my very rudimentary website. These are just three examples of unsolicited website sales which average several sales per month. No advertising or promotion of this product has been done since the initial exposure during the National Hardware Show in 2005.

1. In June, 2008, I received a phone call from a Mr. Harold Stern. He told me he had seen my product on the National Hardware Show program that aired on HGTV in 2005. He told me that he later needed my product and had searched unsuccessfully for my product or an alternative. He finally found my website while searching the internet for the product. He made it clear he had been searching for a long time and was very excited and animated when telling how happy he was to finally find my website and product. I provided ordering information and his daughter subsequently sent me a mail order for the product.
2. In June, 2008, I received a call from the manager of a waterfront high rise condominium development in Austin, Texas (The Shore Condominium). He told me he had been searching for a solution to help his tenants secure their patio furniture to their decks so it would not blow down to the ground below. He told me he found my website while searching the internet for solutions. After I provided him a sample, he immediately ordered eight packages (96 clips) to use throughout his development.
3. In August, 2008, I received a call from the manager of a condominium in Dallas, Texas. Jennifer Norton, the manager of Azure Condo Association in Dallas, told me she had been speaking to Jody Peterson (the manager of The Shore Condominium in Austin – the example above), who told her about the success he had with the Deck-Tiedown product. Jennifer ordered two sample packs to try out the product. She tested the product for two months, and then followed up with another order of 48 pieces in November for use by various condo owners in her association.
4. In September, 2008 I received a repeat order from a small local hardware store, Hanover Hardware (my involvement with this store pre-dated my Hillman agreement). The store owner had displayed the product on his sales counter as an impulse item and sold out his stock. He sought me out for a repeat order. He told me that neither he nor his customers had ever seen anything like this for securing items to decks.

April 26, 2005

Bob Bishop
Bishop Innovations
14 Milbery Lane
Pembroke, MA 02359

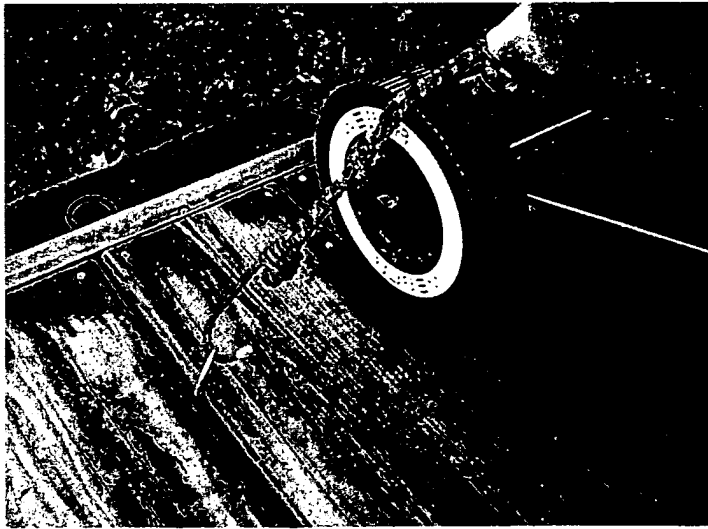
Dear Mr. Bishop,

SUBJECT: DECK-TIEDOWNS

I live in New England where, this weekend we had another windy storm. Typically during these storms my Weber grill moves from one end of the deck to the other. Sometimes it will tip over, spilling whatever charcoal is left from the last grilling onto the deck.

Last spring I had seen your product, deck-tiedowns, on television at the National Hardware Show. They looked like a very effective and simple idea. Needless to say that when I recently received a package of deck-tiedowns I was very eager to see how effectively they would secure my grill to the deck and prevent the tipping problem that I've had for years.

The storm that came through our area this past weekend was certainly a testimony to the effectiveness of your product. The wind had blown so hard that it lifted the cover on the grill however the grill didn't move at all as you can see in the photo on the left. The photo on the right shows how they are attached to the deck



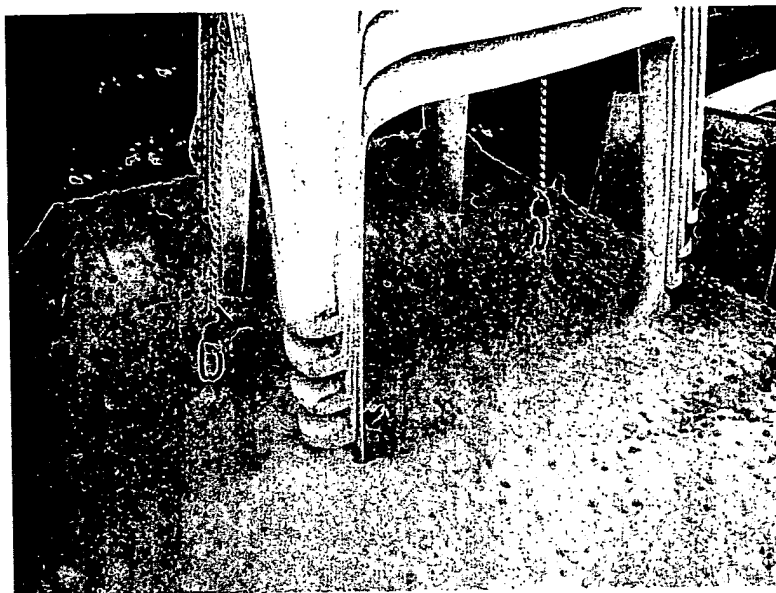
Thanks for creating something truly innovative and useful. I will be certain to pass my approval of your product to my friends and neighbors.

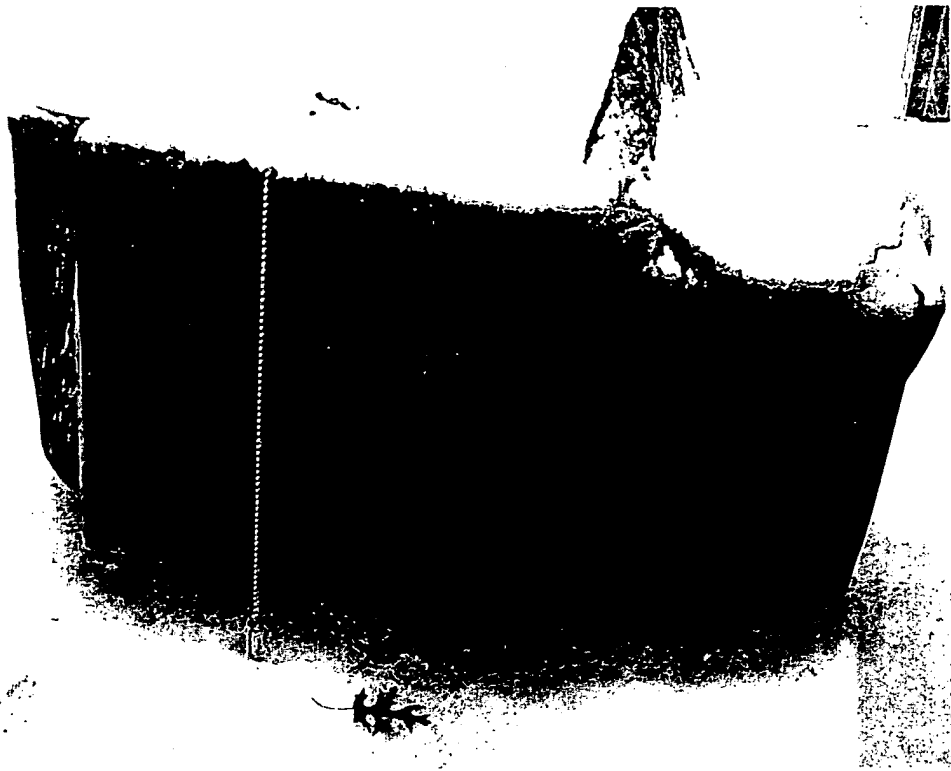
Sincerely,

Richard Rattey

134 Sir Michael Circle
West Kingston, RI 02892

Other Photos Sent in by Mr. Rattey Depicting Winter Storage of Outdoor Furniture





Date: Sun, 24 Apr 2005 09:05:16 -0400
From: "Ken Kaplan" <email address removed >
Subject: Deck Tie-down for pool cover
To: bob@decktiedown.com

Bob:

I purchased deck tie-downs last year, to hold down my pool cover to our deck.

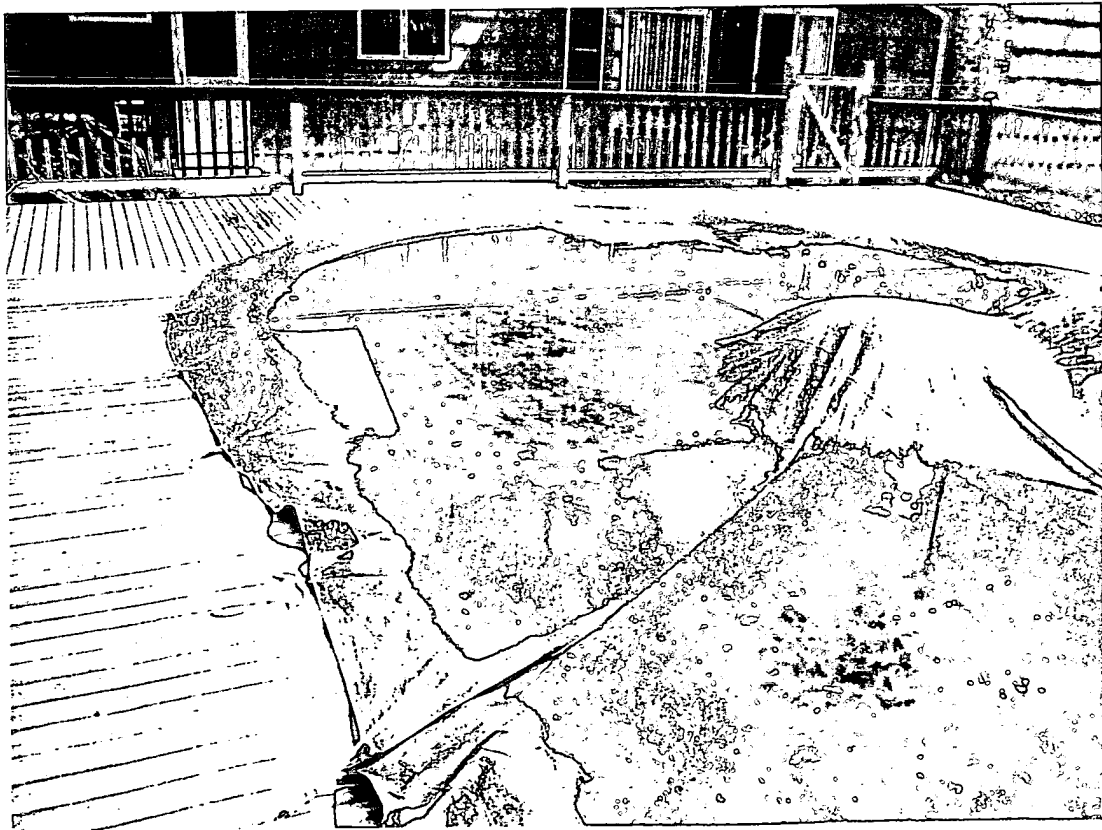
I have had the pool for more than 10 years. This is the first year, that the cover has been held tight to the deck. No leaves got underneath the cover. There were some strong wind storms here and the cover never lifted.

Thank you, and I'll be using the clips from now on.

sincerely,
Ken Kaplan
Sayville, NY



Other Photos Sent in by Mr. Kaplan



June 29, 2005

Bishop Innovations
14 Milbury Lane
Pembroke, MA 02359

Hello!

Just wanted to let you know that the deck tie
downs we ordered last year worked great. We
put them through the "acid test" on our 30'x16'
deck this past winter in Boyman, MT. Nothing
moved even in winds over 40 mph.

The tie downs were very easy to use & easy to
take off this spring. Thank you for a wonderful
product that really works!!
😊

Marilynn Winship

MJ Winship
P.O. Box 1069
North Bend, WA 98045



Bishop Innovations
14 Milbury Lane
Pembroke, MA 02359

02359+1700



5-14-07

Bishop Innovations14 Milbery Lane
Pembroke, MA 02359Website: www.decktiedown.com**DECK-TIEDOWN
ORDER FORM**

Customer Information:		Ship to (If different):	
Name: <u>Rick Volpe</u>		Name:	
Address: <u>5 Breton Ave</u>		Add: USA	Richard Volpe 5 Breton Ave. Melville NY 11747-1301
City: <u>Melville</u>		City:	
State: <u>NY</u>	Zip: <u>11747</u>	State:	

DECK-TIEDOWNS ordered by mail order will be packaged in the Polybag option shown on the website.
Order a package of 4 or a package of 12.

PLEASE NOTE! Two sizes are available:

DT1 is optimized for decks up to 1" thick, typically made of so-called "5/4" decking.

DT2 is designed for decks up to 1-1/2" thick, made of so-called "2 BY" decking (for example "2 by 6").

The DT2 is universal and will work on thinner decks.

TO ORDER, PLEASE FILL IN THE FORM BELOW:

QTY	PART NUMBER	DESCRIPTION	UNIT PRICE	TOTAL
	DT1-4P	DECK-TIEDOWN for decks with boards up to 1" thick. 4 pieces in polybag with instructions.	\$5.99	
2	DT1-12P	DECK-TIEDOWN for decks with boards up to 1" thick. 12 pieces in polybag with instructions.	\$14.99	2998
	DT2-4P	DECK-TIEDOWN for decks with boards up to 1-1/2" thick. 4 pieces in polybag with instructions.	\$5.99	
	DT2-12P	DECK-TIEDOWN for decks with boards up to 1-1/2" thick. 12 pieces in polybag with instructions.	\$14.99	
SHIPPING AND HANDLING: Add \$2.50 for one 4 piece package Add \$3.50 for two 4 piece packages Add \$4.50 for one 12 piece package Add \$5.50 for two 12 piece packages For larger quantities, add \$1.00 per unit to above costs.			SUBTOTAL 2998	
			Massachusetts residents add 5% SALES TAX	
			SHIPPING & HANDLING 550	
			TOTAL ENCLOSED 3548	

SEND COMPLETED FORM, ALONG WITH CHECK OR MONEY ORDER MADE OUT TO "BISHOP INNOVATIONS" TO THE ADDRESS AT THE TOP OF THIS FORM.

My daughter
saw my
tie downs
and just
had to
have them
They work
great!!

From: McFelson@aol.com
Date: Mon, 26 Jul 2004 06:52:06 EDT
Subject: Re: (no subject)
To: bob@decktiedown.com

Bob,

I first learned about your product from the HGTV website. Then last night I saw it demonstrated on HGTV. Congratulations on coming up with a great product. I am going to use it to keep the cover on my patio table and chairs. Last summer I used milk bottles filled with water. Now I can tie the tabs from the cover to your device, and insert it between the deck planks. Then remove the tiedowns, leaving the cover attached when we want to use the table. Thank you for making the job so much easier.

Susan

From: "Donna" <ACAR@cdepot.net>

To: bob@decktiedown.com

Subject: Wish to order tiedowns

Date: Tue, 2 Nov 2004 11:04:20 -0800

Hi Bob,
I heard via a neighbor about your tiedowns. These will work perfectly for us. I would like to order a dozen of the deck-tiedowns as soon as possible.

Please let me know how to go about this. My email is listed below.

Thanks
Donna Amerine
jdamerine@yahoo.com

wk # 209-223-3874
hm # 209-223-2557

From: "Jan" <Jan_Russert@hotmail.com>
To: bob@decktiedown.com
Subject: deck tie downs
Date: Tue, 26 Oct 2004 10:51:28 -0500



Hi Bob,

I saw your product on HGTV. Thrilled to be able to order a set for high winds take everything off my deck and it is about time to decorate for the holidays.

It would be great if these hooks did not need to be against a cross brace. As a suggestion, maybe the "feet" of the hook could be bent again at a 90 degree angle and sharpened to a point so that the hook "grips" into the wood anywhere, not just at a cross beam under the deck.
Just a suggestion...

I will be ordering a set in the mail with a check.

From: "Tim & Kim Harris" <tharris3@stny.rr.com>
To: bob@decktiedown.com
Subject: Local Retailers?
Date: Wed, 6 Oct 2004 10:55:01 -0400

Hi!

I've had your product on my mind since seeing it on HGTV, and was wondering if you have any retailers in my area that carry these. We live in Horseheads, NY (zip 14845). My husband was recently deployed and I now have the task of tarping all our patio furniture. I thought these would be great to secure the tarps to the deck for winter. What a brilliant idea you came up with!

Thanks!

Kim Harris
87 Belaire Drive
Horseheads, NY 14845
harris2169@stny.rr.com

To: bob@decktiedown.com
Subject: You're a genius!
From: "Amy German" <germana@unk.edu>
Date: Fri, 23 Jul 2004 09:56:31 -0500

Sometimes the most obvious solutions take so long for some brilliant person to come up with, apparently!
So...where can the average consumer purchase these little gems? I live in the middle of super-windy Nebraska and my deck furniture ends up in the creek more nights than not...
Thanks for any information you can send me about where I can buy the Deck-tiedowns.

Thanks!
Amy German
9700 175th Road
Amherst NE 68812
308.826.2037

From: "randee" <fontanazza2@comcast.net>

To: bob@decktiedown.com

Subject: deck tie downs

Date: Fri, 23 Jul 2004 11:41:53 -0400

Great idea! We live in a newer development. Without many mature trees to help cut down the wind it becomes like a tornado zone. I have witnessed our trampoline and grill cascade along the lawn and deck, respectively. Where can I purchase your product?

**Thanking you in advance,
Randee**

Date: Wed, 13 Oct 2004 00:06:30 +0000
From: "daveb522@frontiernet.net" <daveb522@frontiernet.net>
To: bob@decktiedown.com
Subject: Retail locations

Bob,

I saw your product on the national hardware show on HGTV. I am have recently been wondering if there this type of product on the market. I am wanting to use them to tie down my pool cover. I would like to know what retail stores handle them if any at this time? I will let you know how they work for this use when I purchase them. If there is not a retailer that I can purchase them from I will place my order.

Thank You,
Dave Brown
Arthurdale WV

From: Bpeggy9@aol.com

Date: Mon, 26 Jul 2004 20:50:29 EDT

Subject: (no subject)

To: bob@decktiedown.com

bob, i saw the deckties on tv, sounds like a great idea to tie our pool cover to the deck how much are they? please e mail me with a price list and i can buy them in indiana(greenwood area) thank you peggy